

Message Text

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PAGE 01 MOSCOW 09483 011502Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
-----024869 012020Z /72

R 011413Z JUL 77
FM AMEMBASSY MOSCOW
TO USDOC WASHDC
INFO SECSTATE WASHDC 9345

UNCLAS MOSCOW 9483

FOR BEWT/BEWTD (MURRIN)
FOR USDOC/OEA (MEYER)
FOR EUR/SOV (EDGAR)

E.O. 11652: NA
TAGS: BEXP, UR
SUBJECT: PROPOSED 1978 EXHIBIT OF ELECTRONIC PRODUCTION EQUIPMENT IN
USSR

1. MILTON S. KIVER, PRESIDENT, INDUSTRIAL AND SCIENTIFIC
CONFERENCE MANAGEMENT, INC. (ISCM) OF CHICAGO TOLD COMATT
OVER LUNCH JUNE 28 THAT HE WAS CONSIDERING ORGANIZING A MAJOR
EXHIBIT IN USSR OF ELECTRONIC PRODUCTION EQUIPMENT DURING
JUNE OR JULY, 1978. KIVER, WHO SAID HE WAS IN SOVIET UNION
FOR FIRST TIME, SOUGHT COMATT'S ADVICE ON VIABILITY OF MULTI-
FIRM EXHIBIT ON THIS THEME AND NOTED THAT UNIVERSE OF FIRMS
FROM WHICH ISCM INTENDED TO RECRUIT PARTICIPANTS WOULD BE
WORLD-WIDE AND NOT RESTRICTED TO U.S. COMPANIES ONLY. KIVER
SAID HE HAD BEEN APPROACHED ON IDEA FIRST BY WEST GERMAN
REPRESENTATION AGENCY INTERNATIONAL PROCESSING SYSTEMS GMBH (COLOGNE,
GERMANY) WHICH HAD BECOME AWARE OF ISCM'S EXHIBIT ORGANIZING SERVICES
THROUGH ONE OF LATTER'S MANY NEPCON RPT NEPCON CONFERENCE/
EXHIBITS HELD IN U.S. IN RECENT YEARS.

2. COMATTT TOLD KIVER, IN SHORT, THAT THEME WOULD BE A GOOD
ONE FROM SOVIET/EE POINT OF VIEW, BUT WOULD PRESENT REAL
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DIFFICULTIES FOR U.S. AND WESTERN EXHIBITORS STEMMING
FROM EXPORT CONTROL REGULATIONS WHICH IMPACT ON AREA OF
ELECTRONIC PRODUCTIONS EQUIPMENT WITH SPECIAL FORCE. KIVER
PROFESSED TO HAVE LITTLE KNOWLEDGE OF WORKINGS OF EXPORT
CONTROLS AND EXPRESSED VIEW THAT SINCE HE EXPECTED MOST
PARTICIPATING FIRMS WOULD BE OTHER THAN U.S. COMPANIES
THIS PROBLEM WOULD NOT BE AN INSURMOUNTABLE OBSTACLE TO

SUCCESSFUL EVENT. COMATT DID NOT ENCOURAGE HIM IN THIS VIEW, BUT REFERRED HIM TO USDOC/BEWT AND OEA FOR CONSULTATION BEFORE PROCEEDING FURTHER WITH HIS PLANS TO BEGIN RECRUITING FIRMS FOR SHOW.

3. ACCORDINGLY, KIVER AGREED TO BE IN TOUCH WITH DAS REICH AND/OR JAMES MURRIN IN BEWT AND RAUER MEYER OR HIS COLLEAGUES IN OEA. KIVER WAS PROVIDED WITH TELEPHONE NUMBERS FOR EACH OF ABOVE PERSONS, AND SHOULD BE IN TOUCH WITH USDOC UPON HIS RETURN TO U.S. IN EARLY JULY.

4. ACTION REQUESTED: EMBASSY WOULD BE GRATEFUL TO RECEIVE BRIEF REPORT ON WHATEVER ADVICE OR COUNSEL KIVER RECEIVED IN USDOC IN VIEW OF LIKELY STRONG INTEREST BY SOVIETS SHOULD HE DECIDE TO GO FORWARD WITH HIS PROPOSED SHOW. MATLOCK

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NNN

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Sent Date: 01-Jul-1977 12:00:00 am
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Disposition Approved on Date:
Disposition Case Number: n/a
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